DOCUMENT RESUME

ED 231 826 SP 022 740

AUTHOR Bell, T. H.
TITLE Speech presented by T. H. Bell, U.S. Secretary of Education, at the Conference on Entrepreneurship Education (Arlington, Virginia, January 27, 1982).
INSTITUTION Department of Education, Washington, DC. Office of the Secretary.
PUB DATE 27 Jan 82
NOTE 16p.
PUB TYPE Speeches/Conference Papers (150) -- Viewpoints (120)

EDRS PRICE MF01/PC01 Plus Postage.
DESCRIPTORS *Business; Capitalism; *Educational Cooperation; *Educational Needs; Educational Responsibility; Elementary Secondary Education; *Entrepreneurship; Federal Government; *Government Role; School Business Relationship

ABSTRACT

The federal role in the teaching of entrepreneurship skills development in the public schools is one of advocacy and leadership and one that will assist states and local education agencies to infuse and include entrepreneurship skills training into broad occupational program areas, career awareness, general training, and specific skills training. Besides exposing students to the history of underlying ideas and principles of the free enterprise system and entrepreneurship, it is vitally important to teach them specific entrepreneurial skills, such as self-organization. Other overlooked sources of entrepreneurial skills are books that have influenced the growth and development of the American economic system. The success of entrepreneurship and new ventures rests both on the general health of the economy and the nation's broader social climate. Important to successful entrepreneurship are the various levels of government favor or disfavor and a cooperative spirit between educational establishments and the needs of business entrepreneurs. Dramatic contributions have been made by the nation's entrepreneur high-technology companies, and the administration in turn has begun to respond by encouraging a substantial upgrading of mathematics and science instruction through block grants to the states. (JMK)

**********
* Reproductions supplied by EDRS are the best that can be made *
* from the original document. *
**********

FR
SP

ED231826

SPEECH DELIVERED BY T. H. BELL

U.S. SECRETARY OF EDUCATION

CONFERENCE ON ENTREPRENEURSHIP EDUCATION

SHERATON NATIONAL HOTEL

ARLINGTON, VA -- 12:00 NOON

JANUARY 27, 1982

U.S. DEPARTMENT OF EDUCATION
NATIONAL INSTITUTE OF EDUCATION
EDUCATIONAL RESOURCES INFORMATION
CENTER (ERIC)

✓ This document has been reproduced as received from the person or organization originating it.

☐ Minor changes have been made to improve reproduction quality.

• Points of view or opinions stated in this document do not necessarily represent official NIE position or policy.



SP022 740

THANK YOU VERY MUCH FOR THAT KIND INTRODUCTION AND FOR GIVING ME AN OPPORTUNITY TO SHARE WITH YOU AT THIS CONFERENCE SOME THOUGHTS ON ENTREPRENEURSHIP EDUCATION - A MOST IMPROTANT UNDERTAKING THAT YOU ARE ENGAGED IN.

TUESDAY NIGHT PRESIDENT REAGAN IN HIS STATE OF THE UNION MESSAGE SAID:

"EDUCATION, TRAINING, AND RETRAINING ARE FUNDAMENTAL TO OUR SUCCESS, AS ARE RESEARCH, DEVELOPMENT AND PRODUCTIVITY. LABOR, MANAGEMENT AND GOVERNMENT AT ALL LEVELS CAN AND MUST PARTICIPATE IN IMPROVING THESE TOOLS OF GROWTH"...AND THE PRESIDENT ADDED "WE AMERICANS ARE STILL THE WORLD'S TECHNOLOGICAL LEADER IN MOST FIELDS. WE MUST KEEP THAT EDGE AND TO DO SO WE NEED TO BEGIN RENEWING THE BASICS, STARTING WITH OUR EDUCATIONAL SYSTEM. WHILE WE GREW COMPLACENT OTHERS HAVE ACTED."

DURING THE LAST TWO YEARS THE ADMINISTRATION HAS THROUGH ITS VARIOUS PUBLIC POLICY ACTIONS REITERATED TIME AND AGAIN THE HIGH IMPORTANCE IT ATTACHES TO REDUCING THE BURDEN BIG GOVERNMENT HAS PLACED ON THE AMERICAN PEOPLE THROUGH GOVERNMENT RULES AND REGULATIONS, TAXING AND INVESTMENT POLICIES OVER THE LAST HALF CENTURY. THE PURPOSE OF THIS DEREGULATION AND DE-TAXING OF AMERICA HAS BEEN TO LIBERATE THE CREATIVE FORCES OF THE INDIVIDUAL BUSINESSMEN, BIG AND SMALL, AND OUR PROMOTERS, VENTURE CAPITALISTS AND ENTREPRENEURS SO THAT THEY CAN DO WHAT THEY - AND THEY ALONE DO BEST!

- CREATE NEW JOBS
- ORGANIZE NEW COMPANIES
- MAKE NEW DISCOVERIES AND INVENTIONS
- AND ESTABLISH WHOLE NEW INDUSTRIES

LIKE PRESIDENT REAGAN I OFTEN THINK THAT WHAT THIS COUNTRY REALLY NEEDS IS TO HAVE THE GOVERNMENT AND OTHER BARRIERS AND BLOCKERS OF PROGRESS TO SIMPLY "GET OUT OF THE WAY!" LET THE CREATIVE GENIUSES, OF OUR PEOPLE, THE PROVERBIAL YANKEE INGENUITY AND THE FABLED AMERICAN KNOW-HOW NOW BE APPLIED TO THE ON-RUSHING INFORMATION-HIGH TECH AGE. GOVERNMENTAL AND RELATED STRUCTURAL BARRIERS SHOULD BE ELIMINATED OR BY-PASSED BY DEREGULATION, FAVORABLE TAX INCENTIVES OR BI-PARTISAN SOLUTIONS SIMILAR TO THE RECENT SOCIAL SECURITY COMPROMISE.

IN THIS NEW ECONOMIC ENVIRONMENT WHICH PRESIDENT REAGAN HAS PROMISED TO CREATE "MINORITY ENTREPRENEURS WHO CAN BETTER MARSHAL THEIR TALENTS AND SKILLS TO ACHIEVE BETTER LIVES FOR THEMSELVES AND IN SO DOING, CONTRIBUTE TO A STRONGER ECONOMIC BASE FOR AMERICA."

THE PRESIDENT IS CONVINCED, AS I AM, THAT "OUR POLICIES AND PROGRAMS FOR MINORITY BUSINESS DEVELOPMENT SHOULD SET THE STAGE FOR THE EXPANDED DEVELOPMENT OF MINORITY BUSINESS. BUT MOST IMPORTANT ARE THE STEPS TO BE TAKEN BY MINORITY ENTREPRENEURS THEMSELVES AND OTHER PRIVATE CONCERNS. RECOGNIZING THAT THE REALIZATION OF THE AMERICAN DREAM IS ULTIMATELY ACHIEVED IN THE PRIVATE MARKET PLACE. WE CAN...HELP MINORITY AMERICANS TO ACHIEVE FULLER PARTICIPATION IN THE MARKET ECONOMY."

WE SEE THE FEDERAL ROLE IN THIS NEW EFFORT OF ENTREPRENEURSHIP SKILLS DEVELOPMENT THROUGH EDUCATION AND TRAINING AS ONE OF ADVOCACY AND LEADERSHIP LIKE THIS CONFERENCE AND THAT OF ASSISTING THE STATES AND LEAs TO INFUSE AND INCLUDE ENTREPRENEURSHIP SKILLS TRAINING INTO THE BROAD OCCUPATIONAL PROGRAM AREAS, CAREER AWARENESS, GENERAL TRAINING AND SPECIFIC SKILLS TRAINING.

BUT EDUCATION HAS A LARGER - SOCIETAL ROLE TO PLAY IF WE ARE TO GET THE MAXIMUM BENEFIT FROM THE INSIGHTS, ENTHUSIASM AND SKILLS THAT THE NEW ENTREPRENEURS CAN BRING TO HELPING CREATE AND SHAPE THE NEW INFORMATION - HIGH-TECH AGE.

I RECENTLY SAW TWO ARTICLES WHICH SUM UP THE CHALLENGES AND PROBLEMS FACING US AS WE COME TO TERMS WITH THE NEW IMPERATIVES OF AN INDUSTRIAL BASE THAT IS SHIFTING BEFORE OUR VERY EYES FROM THE SMOKE STACK - "RUST BOWL" COMPANIES TO THE NEW SQUEAKY-CLEAN SUN BOWL HIGH TECH INDUSTRIES.

THESE ARTICLES ARE:

- "WHY ENTREPRENEURS TRUST NO POLITICIAN - WHO NEEDS FRIENDS WHO RUIN YOUR BUSINESS WHILE AIDING CORPORATE DINOSAURS "JOEL KOTKIN AND DON GEVIRTZ, W. POST, 1/16/83

- "WASHINGTON DISCOVERS THE ENTREPRENEUR" IN VENTURE, JANUARY 1983

AS I READ THESE ARTICLES I REFLECTED ON HOW THESE NEW ENTREPRENEURS ARE BUT THE LATEST MANIFESTATIONS OF A SOCIETAL PHENOMENA THAT HAS CONTRIBUTED TO THE RISE AND DOMINANCE OF WESTERN CHRISTIAN CIVILIZATION. WE DON'T HAVE TIME THIS NOON TO DISCUSS IN DETAIL THE RISE OF THE NEW MIDDLE CLASS, WHOSE

POWER WAS BASED ON THE PROFITS DERIVED FIRST FROM COMMERCE AND TRADING AND THEN FROM INDUSTRY AND BUSINESS. THE DYNAMIC NEW MIDDLE CLASS EVENTUALLY OVERTHREW THE KINGS AND MONARCHIES AND SUBSTITUTED THE REPUBLICAN-DEMOCRATIC CONSTITUTIONAL FORM OF GOVERNMENT.

DR. DANIEL BOORSTIN THE PRIZE WINNING HISTORIAN HAS REMARKED THAT AMERICANS ARE OBSESSED WITH THE PRESENT OR AS HE CALLS IT, "PRESENTISM." DR. BOORSTIN RECOMMENDS THAT AMERICAN HISTORY BE STRESSED IN OUR SCHOOLS ONCE AGAIN SO THAT OUR PEOPLE CAN DEVELOP BOTH A SENSE OF HISTORY AND A BETTER UNDERSTANDING OF OUR HERITAGE AND TRADITIONS. I WOULD HOPE THAT AS PART OF THIS HISTORICAL RE-EMPHASIS EDUCATORS WOULD STRESS THE KEY IDEAS, ROLES AND LEADERS THAT LIE BEHING THE CONCEPTS OF ENTREPRENEURSHIP, THE FREE ENTERPRISE ECONOMY AND THE CAPITALIST SYSTEM OF PRIVATE OWNERSHIP AND PRIVATE PROPERTY - THE WORK ETHIC AND NOT TO BE DENIED, THE ENTREPRENEURUSE.

RUSSELL KIRK CALLS EDMUND BURKE, SAMUEL JOHNSON AND ADAM SMITH "THE THREE PILLARS OF ORDER" AND RECOMMENDS THAT WE ALL RE-READ AFRESH THEIR CLASIC WORKS (BURKE'S <u>REFLECTIONS ON THE REVOLUTION IN FRANCE</u> (1791)), JOHNSON'S <u>DICTIONARY</u> AND SMITH'S <u>THE WEALTH OF NATIONS</u> (1776) WHY? BECAUSE THESE MEN GREATLY INFLUENCED OUR OWN HISTORY AND DESCRIBED AND DEFENDED THOSE BELIEFS AND INSTITUTIONS THAT MAINTAIN THE BENEFICIENT TENSION

OF ORDER AND FREEDOM". ALL WERE PILLARS OF WHAT BURKE CALLED "THIS WORLD OF REASON, AND ORDER, AND PEACE AND VIRTUE AND FRUITFUL PENTINENCE."

LIKEWISE THE IDEAS OF MADISON, HAMILTON, MONTESQUIEU AND TOCQUEVILLE ALL CONTRIBUTED TO REPUBLICAN-DEMOCRATIC FORM OF GOVERNMENT ROOTED IN COMMERCE AND BUSINESS WITH AN INCREASING BROAD CROSS SECTION OF AMERICANS HAVING AN ECONOMIC STAKE IN THE CONTINUED SUCESS OF THE GOVERNMENT.

ALEXANDER HAMILTON OBSERVED THAT A COMMERCIAL SOCIETY NURTURES "THE ASSIDUOUS MERCHANT, THE LABORIOUS HUSBANDMEN, THE ACTIVE MECHANIC AND THE INDUSTRIOUS MANUFACTURER." WHILE MONTESQUIEU ARGUED THAT "FRUGALITY, ECONOMY, MODERATION, LABOR, PRUDENCE, TRANQUILITY, ORDER AND RULE "ARE QUALITIES THAT FLOW NATURALLY IN A DEMOCRACY FOUNDED IN COMMERCE." ALL OF THESE MEN ARE MAKING THE KEY ARGUMENT THAT ADAM SMITH POPULARIZED: A SOCIETY IN WHICH SELF INTEREST MUST BE ALLOWED TO FLOURISH. OR IN TOCQUEVILLE'S TELLING PHRASE "MEN MUST LEARN TO FOLLOW THE PRINCIPALS OF SELF-INTEREST PROPERLY UNDERSTOOD."

IT'S HERE THAT ADAM SMITH'S GREAT INSIGHT INTO THE NATURE AND WELLSPRING OF HUMAN NATURE AND INDIVIDUAL BEHAVIOR HAS A DIRECT BEARING ON CONTEMPORARY HISTORY - IN THE FREE AS WELL AS COMMUNIST WORLD - IN THE DEVELOPED AS IN THE DEVELOPING WORLD - IN THE INDUSTRIALIZED URBAN AND IN THE UNDERDEVELOPED RURAL NATIONS. IT HAS A DIRECT BEARING ON THE PURPOSE OF THIS CONFERENCE AND IT ALSO INTEGRAL TO THE OPERATIONAL PHILOSOPHY OF THE REAGAN ADMINISTRATION POLICY OF CUTTING BACK ON BIG GOVERNMENT AND GOVERNMENTAL INTERFERENCE WITH FREE MARKET FORCES.

EVERY HUMAN BEING, SMITH WAS CONVINCED, IS CHIEFLY MOTIVATED BY SELF-INTEREST, OF WHICH THE DESIRE FOR WEALTH IS ONLY ONE INDICATION. RATHER THAN BEING DISTRESSED BY THIS ASPECT OF HUMAN NATURE, SMITH ARGUES THAT IT ACTUALLY PROMOTES SOCIETY'S WELFARE. A NATION'S PROSPERITY DEPENDS UPON ALLOWING THE UNIFORM, CONSTANT AND UNITERRUPTED EFFORT OF EVERY MAN TO BETTER HIS CONDITION. IN WORKING FOR HIS OWN GAIN, MAN IS CONTRIBUTING TO THE GOOD OF THE WHOLE. A NATURAL COROLLARY THEREFORE, IS A LAISSEZ-FAIRE POLICY. WHAT BETTER SUMMARY COULD ONE ASK FOR ON THE ROLE AND MISSION OF THE ENTREPRENEUR?

MAX LERNER, THE AMERICAN JOURNALIST ONCE REMARKED THAT SMITH'S <u>THE WEALTH OF NATIONS</u> HAS DONE AS MUCH PERHAPS AS ANY MODERN BOOK THUS FAR TO SHAPE THE WHOLE LANDSCAPE OF LIFE AS

WE LIVE IT TODAY..." IT HAS HAD AN ENORMOUS INFLUENCE UPON THE UNDERLYING POPULATION OF THE WORLD...AND THROUGH THEM ALSO IT HAS HAD AN ENORMOUS INFLUENCE UPON ECONOMIC OPINION AND NATIONAL POLICY.

BESIDES EXPOSING OUR STUDENTS TO THE HISTORY OF THE UNDERLYING IDEAS AND PRINCIPLES OF THE FREE ENTERPRISE SYSTEM AND ENTREPRENEURSHIP, I THINK IT IS VITALLY IMPORTANT TO TEACH SPECIFIC ENTREPRENEURIAL SKILLS. WRITING IN THE NOVEMBER, 1982 ISSUE OF AMERICAN EDUCATION PROFESSOR AMITAI ETZIONI RECOMMENDS THAT AS A PART OF "REBUILDING AMERICA BEFORE THE 21ST CENTURY" OUR SCHOOLS MUST STRESS THE DEVELOPMENT OF PERSONALITY AND CHARACTER FORMATION AS WELL AS THE BASIC COGNITIVE SKILLS. "WHAT THE PEOPLE AND THE FUTURE ADULT REALLY NEED IS SELF DISCIPLINE, SELF ORGANIZATION, THE ABILITY TO MOBILIZE AND COMMIT ONESELF." STUDENTS HAVE TO BE EDUCATED TO RELATE CONSTRUCTIVELY TO THE SCHOOL "RULES, AUTHORITIES AND WORK DISCIPLINE." THEY SHOULD BE AWARE OF THE NEEDS FOR CIVILITY, GOOD CITIZENSHIP PERFORMANCE, AND THE IMPORTANCE OF THE WORK ETHIC.

IN ETZIONI'S OPINION AND IT'S ONE THAT I SHARE - "MANY YOUNG ARE UNABLE...TO LEARN EFFECTIVELY IN THE SCHOOLS AND THEN TO FUNCTION EFFECTIVELY IN THE ADULT WORLD OF WORK, COMMUNITY AND CITIZENSHIP. THUS THE REAL PROBLEM IS NOT THAT MILLIONS OF

HIGH SCHOOL GRADUATES HAVE GREAT DIFFICULTIES IN READING, WRITING AND 'RITHMETIC' THESE TOO-COMMON DIFFICIENCIES ARE CONSEQUENCES OF INSUFFICIENT SELF-ORGANIZATION, OF INADEQUATE ABILITY TO MOBILIZE SELF AND TO MAKE COMMITMENTS. THESE GRADUATES ENTER THE ADULT WORLD TWICE HANDICAPPED."

ANOTHER AND OFTEN OVERLOOKED SOURCE OF ENTREPRENEURIAL SKILLS AND INSPIRATION CAN BE FOUND IN BOOKS THAT ARE LITTLE READ TODAY, BUT ONES THAT HAD ENORMOUS INFLUENCE ON THE GROWTH AND DEVELOPMENT OF THE AMERICAN ECONOMIC SYSTEM: I AM REFERRING TO THE WORKS OF HORATIO ALGER, JR. A NEW ENGLAND MINISTER AND THE AUTHOR OF 108-150 BOOKS THAT SOLD TENS OF MILLIONS OF COPIES (FROM THE CIVIL WAR TO WWI) AND INFLUENCED THE ATTITUDES OF TWO GENERATIONS OF AMERICAN BOYS. ALGER BELIEVED THAT EDUCATION ULTIMATELY NURTURED THE DIVINITY INHERENT IN EVERY HUMAN BEING. ALGER'S OVERRIDING THEME WAS THAT VIRTUE UNFAILINGLY BRINGS FINANCIAL REWARDS. ALGER'S HEROES PROGRESSED FROM A POVERTY-STRICKEN YOUTH TO WEALTH AND EMINENCE THROUGH SCRUPULOUS HONESTY, TIRELESS DILIGENCE AND UNFAILING LOYALTY. BY PLUCK AND LUCK THEY COULD CONQUER POVERTY, DEFEAT ANY VILLIAN, MARRY THE BOSS' BEAUTIFUL BLOND DAUGHETER, AND LIVE HAPPILY EVER AFTER. IN THE ALGER STORIES THE KEY TO WEALTH IS ALWAYS EDUCATION, HARD WORK, HONESTY, SAVING MONEY, COURAGE, LUCK, A CHEERFUL AND FRIENDLY DISPOSITION AND SHOWING PROPER RESPECT FOR ONES SUPERIORS. ALGER'S HEROES PROVED TO TWO

GENERATIONS OF NATIVE AMERICANS OR IMMIGRANT BOYS THAT AMERICA WAS THE LAND OF OPPORTUNITY. ONCE THEY HAD MASTERED THE RAGS TO RICHES FORMULA, ANY NEWSBOY, SHOESHINE BOY OR WATER BOY WOULD BE REWARDED WITH WEALTH AND FAME. WITH THE EXCEPTION OF THE WESTERN FRONTIERSMEN NO OTHER MYTH FIGURE HAS EXERTED SO POWERFUL AN INFLUENCE ON AMERICAN CULTURE.

NOW CYNICS MAY SAY THAT THE ALGER MYTH WAS AND IS ABSURD BECAUSE AMERICA IS NO LONGER THE LAND OF OPPORTUNITY THAT IT ONCE WAS. BUT LET'S CONSIDER WHAT WAS HAPPENING IN THE REAL AMERICA BETWEEN THE CIVIL WAR AND WORLD WAR I FOR THE THOUSANDS OF TALLOWMAKERS SONS, PEDDLERS, WATER BOYS, SHOESHINE AND NEWSPAPER BOYS.

WHILE ALGER WAS WRITING HIS MANY NOVELS ABOUT SELF MADE MEN AND USING HIS RAGES TO RICHES THEME OVER AND OVER AGAIN,

"JAMES B. DUKE, THE TOBACCO KING, WAS PEDDLING TOBACCO PLANTED BY HIS FATHER, JAMES A. FARRELL, LATER PRESIDENT OF THE U.S. STEEL CORPORATION, WAS LABORING BOY IN A WIRE MILL; HENRY FORD WAS WORKING FOR TWO-AND-A-HALF DOLLARS A WEEK AS A POLISHER OF STEAM ENGINES; JULIUS ROSENWALD, LATER HEAD OF SEARS ROEBUCK, WAS SELLING PICTURES FROM DOOR TO DOOR; GEORGE EASTMAN WORKED FOR THREE DOLLARS A WEEK IN AN INSURANCE OFFICE; THOMAS A. EDISON WAS EARNING A PRECARIOUS LIVING AS A NEWSBOY; AND

AND JOHN D. ROCKEFELLER WAS OUT OF A JOB."

THE SUCCESS OF ENTREPRENEURSHIP AND NEW VENTURES REST NOT ONLY ON THE GENERAL HEALTH OF THE ECONOMY, BUT ON THE NATION'S BROADER SOCIAL CLIMATE

- WHETHER OR NOT THE VARIOUS LEVELS OF GOVERNMENT FAVOR THE ENTREPRENEUR OR WHETHER THEY THROW ROAD BLOCKS IN THE WAY OF PRIVATE PROMOTERS AND ORGANIZERS WHO ARE WILLING TO TAKE THE MANY RISKS INVOLVED IN THE CREATION OF NEW BUSINESSES AND VENTURES.

- WHETHER THERE IS A COOPERATIVE SPIRIT BETWEEN THE EDUCATIONAL ESTABLISHMENT AND THE NEEDS OF VARIOUS BUSINESS ENTREPRENEURS.

CONSIDER THE FOLLOWING CRITICAL COMMENT ON OUR EDUCATIONAL SYSTEM BY DAVID BIRCH PROFESSOR AT MIT WHO NOTED "WE PAY FOR TWO SCHOOL SYSTEMS IN THE U.S., THE PUBLIC SYSTEM AND THE JOB MARKET. WE MUST BEGIN TRAINING PEOPLE IN THE SCHOOLS FOR THE JOBS THEY WILL BE DOING IN THE REAL WORLD.

IN THE NEW 1984 BUDGET WE HAVE BEGUN TO RESPOND TO THE EDUCATIONAL CHALLENGE POSED BY THE HIGH TECHNOLOGY COMPETITION OF EAST ASIA AND WESTERN EUROPE BY IN PRESIDENT REAGAN'S WORDS

"A QUALITY EDUCATION INITIATIVE TO ENCOURAGE A SUBSTANTIAL UPGRADING OF MATH AND SCIENCE INSTRUCTION THROUGH BLOCK GRANTS TO THE STATES." THE PRESIDENT ADDED THAT HIS TASK FORCE ON PRIVATE SECTOR INITIATIVES HAS SPURRED ACTIVITIES "IN ALL 50 STATES OF THE UNION AND THOUSANDS OF WORKING PEOPLE HAVE BEEN HELPED IN MAKING THE SHIFT FROM DEAD-END JOBS AND LOW DEMAND SKILLS TO THE GROWTH AREAS OF HIGH TECHNOLOGY AND THE SERVICE ECONOMY."

WE ARE AWARE THAT DURING THE LAST DECADE SMALL AND MID SIZED FIRMS CREATED 70% OF ALL NEW PRIVATE SECTOR JOBS, WHILE THE EMPLOYMENT LEVELS AMONG THE NATIONS 26 LARGEST COMPANIES BARELY REMAINED EVEN.

WE ARE ALSO AWARE OF THE DRAMATIC CONTRIBUTION MADE BY THE NATION'S ENTREPRENEUR HIGH-TECHNOLOGY COMPANIES. "DURING THE 1970'S NORTHERN CALIFORNIA'S SILICON VALLEY, HOME OF THOUSANDS OF HIGH TECHNOLOGY ENTREPRENEURIAL FIRMS, HAS BECOME THE NATION'S MOST PROLIFIC PRODUCER OF NEW MANUFACTURING JOBS, ADDING OVER 25,000 ANNUALLY. ACROSS THE CONTINENT IN MASSACHUSETTS SMALL AND MID SIZED HIGH-TECHNOLOGY FIRMS HAVE SPARKED A REMARKABLE INDUSTRIAL RENEWAL THAT NOW ACCOUNTS FOR OVER 250,000 MANUFACTURING JOBS.

THIS CONFERENCE AND THE JOINT CONTRACT WITH OKLAHOMA STATE UNIVERSITY AND SBA IS BUT ONE INDICATION OF OUR SUPPORT FOR BOTH MINORITY BUSINESS AND THE SMALL CREATIVE ENTREPRENEUR. AS YOU KNOW THE DEPARTMENT OF EDUCATION AND DEPARTMENT OF COMMERCE HAVE AN INTERAGENCY AGREEMENT DESIGNED

- TO ENHANCE AND PROMOTE ECONOMIC DEVELOPMENT THROUGH ENTREPRENEURSHIP EDUCATION AND TRAINING

- TO STIMULATE ADULT EDUCATION ENTREPRENEURIAL ACTIVITIES THROUGH VOCATIONAL EDUCATION, AND AN INCREASED PARTICIPATION OF MINORITIES AS SUCCESSFUL ENTREPRENEURS AND SMALL BUSINESS OWNERS.

- WE WILL CONTINUE TO ACTIVELY COOPERATE WITH THE INTERAGENCY COUNCIL FOR MINORITY BUSINESS ENTERPRISE

- WE WILL ALSO ENTHUSIASTICALLY SUPPORT PRESIDENT REAGAN'S INITIATIVES AND THE ANTICIPATED EXECUTIVE ORDER ON MINORITY BUSINESSES.

I AM LOOKING FORWARD TO THE RESULTS OF THIS CONFERENCE AND I AM CONVINCED BY WHAT I SEE THAT THEY WILL NOT BE PUT ON THE SHELF AS SO MANY CONFERENCE REPORTS ARE - BUT THEY WILL BE PUT INTO OPERATION.

WHY MUST THIS BE SO? BECAUSE AMERICA DESPERATELY NEEDS MORE ENTREPRENEURERS IF WE ARE TO REMAIN COMPETITIVE IN THE INFORMATION AND HIGH TECH AGE WHICH IS BEARING DOWN ON US.

AS ELECTRONICS COMPANY ENTREPRENEUR EDWARD ZSCHAU, RECENTLY ELECTED CONGRESSMAN FROM THE SILICON VALLEY SAID

"YOU KNOW, WE ENTREPRENEURS HAVE ONE REAL ADVANTAGE OVER EVERYONE ELSE - WE'RE TOO DUMB TO KNOW WHAT'S IMPOSSIBLE... WE ARE PEOPLE WHO HAVE SUCCEEDED BECAUSE WE DID NOT KNOW WE COULD FAIL. WE HAVE SPENT OUR LIVES BEING TOLD THE THINGS WE WANTED WERE IMPOSSIBLE BUT WE'VE ALWAYS FOUND A WAY TO MAKE IT HAPPEN."

IN HIS INAUGURAL ADDRESS PRESIDENT REAGAN CALLED THE ENTREPRENEURERS "HEROES" THAT YOU MEET "ACROSS A COUNTER" THEY "ARE ENTREPRENEURERS WITH FAITH IN THEMSELVES AND AN IDEA WHO CREATE NEW JOBS, NEW WEALTH AND OPPORTUNITIES." SAID THE PRESIDENT.

THE HORATIO ALGER SPIRIT IS NOT DEAD IN AMERICA. THE MODERN HEROES ARE THE NEW ENTREPRENEURERS AND PROMOTERS WHO WILL BE THE YEAST TO CREATE THE FERMENT THAT WILL MODIFY THE SOCIAL, POLITICAL, AND ECOMOMIC AND EDUCATIONAL CLIMATE AND ENVIRONMENT TO ENABLE AMERICA TO BE TRULY COMPETITIVE IN THE HIGH-TECH INFORMATION AGE JUST AROUND THE CORNER.